

**2011 ANNUAL REPORT & PLAN  
to the  
CALIFORNIA PUBLIC UTILITIES  
COMMISSION**

**GENERAL ORDER 156  
March 1, 2012**



**PROCUREMENT ACTIVITIES WITH  
DIVERSE SUPPLIERS**

**BEFORE THE PUBLIC UTILITIES COMMISSION  
OF THE STATE OF CALIFORNIA**

**WMDVBE ANNUAL REPORT AND PLAN  
2011 CALENDAR YEAR  
SPRINT CORPORATION**

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## ANNUAL DIVERSITY REPORT

### INTRODUCTION

This filing, in compliance with the requirements of California Public Utilities Commission ("CPUC") General Order 156, includes a Plan of the Supplier Diversity Program of Sprint Corporation (Sprint) for the State of California. The Plan describes the program activities undertaken and the results achieved by Sprint, specific to the Sprint/California certified minority suppliers relationship, for the period of January 1, 2011 through December 31, 2011.

- Sprint remains an active member of the California Utilities Diversity Council (CUDC). The CUDC is a California Public Utility Commission (CPUC) advisory body focused on issues related to diversity and Utility regulation. The CUDC was created with the endorsement of CPUC President Michael R. Peevey and Commissioner Carl Wood. One of the CUDC's major goals is to provide leadership and be a visible and active organization working with and advising the CPUC and the regulated utilities, and other entities such as the Governor's Office, the State Legislature, the National Association of Regulatory Utility Commissions, the White House, and Congress on diversity issues related to public utilities. Sprint, as a member of CUDC, will be better aligned with insight to support Sprint's goals as a Utility company operating under GO 156.
- Sprint Supplier Diversity efforts in the state of California were highlighted at the October En Banc forum as one of 8 top California Utility performers in Supplier Diversity. Additionally, Sprint is the sole wireless company recognized as a top performer.
- Sprint Supplier Diversity requested Samsung, a Sprint major supplier, to join Sprint's VP of Procurement and Real Estate, at the California En Banc forum in October of 2011 to learn more regarding Supplier Diversity's impact to a company's revenue and brand image. Samsung has a young diversity program and agreed that the forum was a great learning experience and has partnered with Sprint Supplier Diversity to further advance their supplier diversity program.
- Sprint hosted an August 12, 2011 CDUC meeting at the Sprint San Mateo, California location.
- Sprint remains an active member of the Joint Utilities Committee (JUC), working together with other joint utilities regarding common regulatory issues related to GO 156, the Clearinghouse and other regulatory issues. Sprint plans to continue participating in face-to-face quarterly meetings, hosted in the state of California, to discuss regulatory changes that might affect the program or the processes used to annually report Utility results to the CPUC as well as continue building positive relationships with other JUC members.

- Sprint is committed to promoting the overall participation of women, minority, and disabled veteran-owned business enterprises (WMDVBE) in purchases of materials and services. The Supplier Diversity Team administers the internal and external program activities for Sprint. Described below are the internal and external program initiatives conducted in 2011 to increase the utilization of MWDVBEs.

## **CORPORATE COMMITMENT**

### **Mission**

The mission of Supplier Diversity at Sprint is to be an effective conduit for certified diverse suppliers, thus identifying, introducing, and promoting opportunities to compete for Sprint business, resulting in increased spend annually.

### **The Sprint Commitment**

Sprint is committed to the growth and success of our Supplier Diversity initiatives and continues to explore and increase opportunities with diverse suppliers in California. Sprint actively seeks additional opportunities to meet with suppliers and to increase external outreach activities.

Associates at every level play a role in the success of Sprint's program as Sprint seeks Small Businesses to provide technology, products, materials, components, supplies and services.

## **SPRINT's SUPPLIER DIVERSITY PROGRAM**

The Sprint Supplier Diversity Policy affirms Sprint's commitment to provide certified diverse suppliers with the maximum opportunity to participate in providing products and services to Sprint. Sprint is focused on increasing its purchasing initiatives with CPUC certified diverse suppliers. These mutually beneficial relationships contribute to the economic success of both Sprint and our diverse suppliers.

Sprint advanced its supplier-diversity efforts, through internal outreach efforts, described herein, by ensuring Sprint employees understand the business benefits of a robust diverse supply chain.

During the 8<sup>th</sup> Annual Elite SDVOB Network National Convention, Sprint identified a SDVOB who is now under contract as a subcontractor on Sprint's GSA Networx Enterprise contract.

Supplier Diversity partnered with Sprint Corporate Social Responsibility to support the 32<sup>nd</sup> annual national United States Hispanic Chamber of Commerce conference which had approx. 3,000 attendees. Sprint was the only wireless corporation recognized for procuring \$500M+ in tier I and tier II spend with Hispanic owned businesses.

Sprint's Supplier Diversity Manager, as Chair of the Technology Industry Group (TIG), leading 30+ major telecom/technology corporations, fostered growth across the membership by ensuring CPUC certified diverse suppliers with proven results are identified and given opportunities to compete.

Sprint will continue to lead the effort in recognizing the economic importance of utilizing diverse suppliers in the communities where we work and live.

**The program objectives are to:**

- Encourage more suppliers to become CPUC certified
- Increase the amount of corporate expenditures with California diverse suppliers
- Increase the quantity and quality of contracts with California diverse suppliers
- Procure more from existing top quality California diverse suppliers
- Continue to develop more relationships and host introductions of diverse suppliers to key Sprint executives
- Introduce diverse suppliers to Sprint's large suppliers for 2<sup>nd</sup> tier opportunities
- Enforce contract terms requiring large suppliers to either provide a minimum of 5% annual contract value as subcontracting opportunity to diverse suppliers or donate a percentage (1% above \$650,000) of annual contract value toward a diverse nonprofit organization, or create a value added reseller (VAR) relationship with a diverse business
- Offer mentoring and relationship building to help diverse suppliers navigate the process to become a qualified supplier
- Provide training programs to educate employees about the advantages of Supplier Diversity;
- Expanding awareness of the program to all major Sprint Business Units;
- Aggressively recruit diverse suppliers who have the skill sets that can provide the best solution at the right price point.



### **9.1.1 DESCRIPTION OF MWDVBE PROGRAM ACTIVITIES – INTERNAL AND EXTERNAL**

#### **1. INTERNAL PROGRAM ACTIVITIES**

##### **a. CAPACITY BUILDING:**

Sprint, managing a national minority business program, donates to organizations that provide training to minority-owned businesses.

Sprint through membership of the national Technology Industry Group (TIG) supported a minority business, in a trip to South Africa to evaluate international procurement opportunities.

**Financial Institutions:** Sprint is expanding its portfolio with minority financial institutions. In 2011 Sprint procured services from the following financial institutions:

1. Ariel Capital Management
2. Herndon Capital Management
3. Lombardia Capital Management
4. MarVista Investment Partners
5. Williams Capital

**New Contracts:** Including the five above referenced financial institutions, in 2011 Sprint executed new contracts with 15 minority businesses. With the exception of numbers 2-4 above, all minority businesses have completed CPUC certification. The remaining three companies are pursuing 2012 CPUC certification.

**Mentoring Program:** Sprint's Supplier Diversity team has created and plans to implement a mentoring program, approved by the Chief Financial Officer, which requires each major business unit, reporting to the CEO, mentor a minority business over a 12-18 month cycle. The Sprint mentor and minority business will sign a mentoring agreement. The anticipated end results of the mentoring opportunity is for the diverse suppliers to earn tier I and tier II business with Sprint; however, Tier 1 business with the diverse suppliers is Sprint's major goal.

Quarterly objectives of the mentoring program are defined upfront; quarterly results are reported to the Supplier Diversity team. Additionally, minority businesses completing the program earn the right to sole sourced, non-compete, projects, meeting the program guidelines, as often as the minority business is capable of meeting Sprint requirements.

**b. INCLUSION AND DIVERSITY COUNCIL**

Sprint has a strong history of incorporating diversity into all areas of the business. Sprint's culture of inclusion and diversity fosters an environment of creativity and innovation that sustains a competitive advantage, fuels growth and achieves superior market performance.

Sprint's Office of Inclusion and Diversity has programs to serve our employees, communities, customers and suppliers.

- Employees – Employee Resource Groups, Inclusion Council, inclusion training, diverse recruiting, internal and external surveys and cultural events, activities and education
- Community – Philanthropy, Corporate Social Responsibility, Sprint Foundation, Sustainability, Strategic Alliance (with Human Rights Campaign, National Association for the Advancement of Colored People, National Association of Asian American Professionals, National Urban League, League of Latin American Citizens and National Council of LaRaza, United States Hispanic Chamber of Commerce to name a few)
- Customers – Multicultural Marketing
- Suppliers – Supplier Diversity department

**Methods Used to Identify Minority, Women and Disabled Veteran businesses:**

Sprint continues to strive toward a vastly robust diverse business outreach and recruiting campaign. The 2012 year anticipates outreach and recruiting events to include, but are not limited to the following tradeshows along with use of their databases or support:

- Mid America Minority Business Development Council
- Chicago Minority Business Development Council
- Asian American Chamber of Commerce of Kansas City
- National Minority Supplier Development Council
- USPAACC (Asian)
- Women's Business Enterprise National Council
- The Elite SDVOB Network National Convention
- US Hispanic Chamber of Commerce
- NaVOBA - National Association of Veteran Business Assoc.
- Northern California MSDC
- Southern California MSDC
- Technology Industry Group (TIG)
- California Utilities Diversity Council
- California Public Utility Commission Joint Utilities meetings

- California Clearinghouse
- Internal Company database
- CVM Solutions
- SBA CCR.gov
- City of Chicago
- [Somwba.state.ma/BusinessDirectory/BusinessDirectory.aspx](http://Somwba.state.ma/BusinessDirectory/BusinessDirectory.aspx)

Prior to attending tradeshow, Supplier Diversity works with Sprint's Procurement and major Business Units to create a sourcing plan that allows the Supplier Diversity team to proactively seek out diverse suppliers for existing and upcoming opportunities.

a. EMPLOYEE EDUCATION

The Supplier Diversity Team has and continues to perform many activities to ensure the education of its employees. As increasing supplier diversity spending is a nationwide, corporate goal, it is important that all employees understand how they can assist in reaching the goals of the company. Therefore each individual Business Unit (BU) was assigned a goal, based on budget opportunities, to support the corporate goal. Results of the assigned business unit goals led to Sprint executive support as follows:

1. Sprint's Chief Sales Officer recommended a diverse supplier who was awarded a Sprint contract for collection services. Recommendations fostered at this level within Sprint speaks highly of the Supplier Diversity program focus. In 2011, the CPUC certified collection agency earned \$405K.
2. As a result of extensive education and partnering with the Sprint IT Business Unit, the Business Unit was recognized by the Mid America Minority Business Development Council for the efforts undertaken by their diversity champion, under the leadership of Senior Vice President Information Technology, for increasing diverse spend within the IT area by utilizing a CPUC certified diverse Value Add Reseller (VAR). Total 2011 spend results with the supplier totaled \$5 million.
3. Sprint's President of Integrated Solutions referred a diverse CPUC certified installation service provider to Sprint Supplier Diversity. As a result, the supplier was invited to a match making event hosted by Sprint at Sprint's Overland Park Headquarters campus to meet three of Sprint's major OEMs specifically to discuss subcontracting opportunities. The supplier was awarded master service agreements with Sprint and with two OEMs. The executed contract with Sprint totals \$50K. This senior executive support speaks toward Sprint's efforts to increase Sprint's diverse spend.

4. The minority woman-owned CPUC certified business, A-Check, was successful in winning an opportunity with Sprint to provide background check services. Sprint executed a master services agreement with A-Check in 2011 for services to begin in early 2012.
5. The Supplier Diversity team continues to educate and direct Sprint employees to an online internal Supplier Diversity training course, written and implemented by the Supplier Diversity team that highlights how Sprint's bottom-line is impacted by diversity. The course is concise and informative raising employee awareness at all levels of the organization across the Sprint enterprise, approximately 40,000 employees.
6. The Supplier Diversity team has established a consistent communication with Sprint's business units (BU) on a quarterly basis with specific measurements and results, in an effort to keep each BU on target. Diversity Champions for each Business Unit are engaged in the review and input process, and in turn, assume a valuable stake in the process of managing and owning diverse supplier utilization. The education process with each BU Champion is ongoing and the BU Champion provides additional feedback to their organization on opportunities to increase diverse spend.
7. May 2011, Senior Management from Sales, IT and Sourcing, participated in the local Mid-America Minority Business Development Council's trade conference, where Sprint was recognized for its efforts in procuring services from diverse suppliers.

**b. COMMUNICATING RESULTS**

The Supplier Diversity Team continues to communicate results in the following manner:

The Supplier Diversity Team communicates the results of Sprint's achievements on a quarterly basis to Sprint major Business Unit executives and Diversity Champions. The team provides monthly updates to other Sprint employees upon request.

The Supplier Diversity Recognition Program was advertised corporate-wide on Sprint's intranet site to promote more business with Veterans (includes disabled veterans). Additionally, the Program was advertised in Sprint's i-Lead brochure that highlights programs for discussion throughout the organization, disseminated monthly to all levels of Sprint management.

In 2011, through meetings and use of the corporation's many internal communications methodologies, the Supplier Diversity Team continued spreading the corporate message regarding the importance of increasing the amount of spend with diverse suppliers. Additionally, individual Business Unit results are housed on Sprint's intranet for corporate-wide view. These and other communications efforts continue to emphasize and

bring awareness and sensitivity to the need to enhance the corporation's efforts regarding supplier diversity.

i. COMMUNICATING PROGRAM SUCCESSES

Communicating program successes is important to the Supplier Diversity Program. Sprint's Supply Chain Management contracts process includes informing the Supplier Diversity team of diverse awards. Several contract awards will be published internally to emphasize the achievements of the program. Sprint will continue to develop success stories on successful partnerships with diverse suppliers; with the goal of illustrating that diverse companies can provide cost savings, process improvements, and added value to the company. The success story outline provides the basis for Sprint's internally published articles. This outline is defined below that is at the Sourcing Manager's discretion regarding how to report the success.

Success Story Outline

- a. Overview
  - i. Company background
    - i. Ownership
    - ii. Years in business
    - iii. Core Competencies
  - ii. The Opportunity
    - 1. Business Owner
    - 2. Opportunity details
    - 3. The RFP process that took place
      - Finding the suppliers
        - a. The resources Sprint used
        - b. What made them a candidate?
      - What was the competition like?
        - a. Number of large businesses
        - b. Ratio of diverse companies in the bidding process
        - c. Incumbents
      - Award process
        - a. Cost
        - b. Competencies
        - c. References
        - d. Key attributes
- iii. Outcome
  - a. Success of the supplier
    - Performance
    - Growth

- b. Success to Sprint
  - Cost Savings Achieved
  - Growth in diverse spending
  - Future Opportunities

**c. INTERNAL PROGRAM IMPROVEMENTS**

Sprint's Supplier Diversity program continues to improve along side Sprint's efforts in California. Many of these improvements are attributable to the leadership by Sprint's VP of Procurement and Real Estate, who continues open dialogue regarding diversity at Sprint's executive level. Additionally, hard work and flexibility of the Diversity Champions, staff within Supplier Diversity, and Supply Chain Management professionals, demonstrate efforts to comply with the corporate policy of supplier diversity.

The Supplier Diversity Team assisted in the growth and development of the program, and as a result, Supplier Diversity is now better equipped to provide timely responses to customer inquiries and/or request. In 2011, Supplier Diversity implemented the use of a central area for the storage and maintenance of California diverse supplier portfolio information via hard and soft copy maintenance. Supplier Diversity maintains California diverse supplier information in hard copy format which includes current certification(s), company information, and contact information, on current and potential Sprint suppliers. Sprint also maintains soft copies of e-mail communications and certification information from California diverse suppliers. This allows for efficient use and identification of suppliers and provides increased supplier recruitment, organization of supplier profiles, and improved internal and external means of communications. This also has allowed Supplier Diversity the ability to ensure contract compliance amongst our suppliers under the Tier II Program.

Supplier Diversity implemented an electronic Tier II program, specific to California diverse spend, whereby Sprint prime suppliers are requested to support Sprint's efforts with GO 156 by identifying, tracking and reporting diverse spend to Sprint, on a quarterly basis. This type of request of our prime suppliers has resulted in further focus and education on California diverse spend, and an understanding of the importance of this Order.

Sprint Supplier Diversity partnered with Sprint's major OEMs in requesting them to further encourage their diverse suppliers to pursue CPUC certification. Sprint Supplier Diversity crafted an instructional letter for OEMs to use in their communication to their diverse supply base to encourage them to pursue CPUC certification, noting the benefit to the diverse supplier solely at the Utilities' cost. This effort is a benefit to the diverse supply base currently being utilized by the Sprint prime suppliers by allowing the visibility and other prospective opportunities of the CPUC certification.

Sprint Supplier Diversity continues relations with 20+ Business Unit Diversity Champions. Sprint's Supplier Diversity and Supply Chain Management team interact weekly with employees making purchasing or business decisions. Their involvement in Supplier Diversity adds benefit by promoting the inclusion of diverse suppliers in bids and by including Supplier Diversity requirements within the contracts they create.

The Supplier Diversity requirements of our suppliers include providing Sprint with strategic subcontracting plans and quarterly Tier II spending reports. Sprint enforces a mandatory requirement of "Diversity in Subcontracting" as one of its terms and conditions for contracts. The contractual language requires the prime contractors to spend a certain percentage of the total annual contract revenue earned from Sprint with diverse suppliers, create a value-added relationship with a diverse supplier or donate a portion of their revenue to support a diverse initiative such as scholarships or support a diverse Council. Sprint's 2011 Tier II spend with diverse suppliers totals \$10.8 billion.

One of Supplier Diversity's primary objectives is to become a World Class Program. This required the team to take a look at its current processes and compare them to the industry. To gain an understanding of where Sprint was and where it needed to be, the team continues to participate in training workshops with the CPUC and Joint Utilities as well as with the National Minority Supplier Development Council, and through other sources, on strengthening the Supplier Diversity Program.

With the knowledge gained, the team improved the processes and tools available within Sprint. Sprint continues to update tools to meet business requirements. Other improvements include:

- **The Supplier Clearinghouse:** data base used to search CPUC certified suppliers
- **Peoplesoft** training: tool used to better understand and identify diverse suppliers that are paid directly by Sprint to further promote and increase spend
- **CVM locator** training: used as a support of another access point for identification of diverse suppliers.
- **Emptoris** e-sourcing training: tool used to better understand and analyze spend information, and track subcontracting dollars
- **Equifax i-Net** training: tool used for sourcing and diverse supplier identification

**d. WMDVBE SUPPLIER VERIFICATION/CERTIFICATION**

Suppliers wishing to participate in the Supplier Diversity Program must provide proof of certification. This is Sprint's way of guaranteeing the numbers reported are accurate and ensuring that the supplier is truly a diverse supplier. Any new Sprint supplier must register at [www.sprint.com/supplierregistration](http://www.sprint.com/supplierregistration). Any supplier claiming diverse status must provide an authorized certification during the registration process. Diverse Suppliers wishing to participate under General Order 156 must become certified with The Supplier Clearinghouse.

**e. PUBLICATIONS AND ADVERTISING:**

Sprint advertises corporate-wide in diverse publications that further support Sprint's efforts with diverse suppliers. Sprint published articles as follows:

- Black EOE Journal
- Profiles in Diversity Journal- Tips for Improving Supplier Diversity
- Hispanic Business Magazine Diversity Elite 60
- Hispanic Network Magazine
- Professional Woman's Magazine
- United States Hispanic Chamber of Commerce
- DiverityNxt
- DiversityPlus
- Vetrepreneur
- Black Enterprise
- DiversityInc
- Chicago Business Opportunity Fair Brochure
- National Minority Supplier Development Council
- Mid America Minority Business Development Council
- Women's Business Enterprise National Council
- Career Focus Magazine
- United States Asian American Chamber of Commerce

These advertisements helped disseminate program updates and information to promote the program.



**f. CROSS FUNCTIONAL SOURCING TEAM:**

**PROCUREMENT DIVISION**

Sprint's diverse subcontracting goals are based upon projected procurement dollars available for diverse business participation as well as past procurement history. Major purchases made by Sprint are researched, negotiated and monitored, by the Procurement organization, headquartered in Overland Park, Kansas, in partnership with the Business Unit requiring the product or service. The Supplier Diversity program is housed under the Procurement organization to ensure that diverse suppliers are considered during every procurement opportunity. The Supplier Diversity team has access to the Clearinghouse database that allows research of CPUC certified suppliers in these opportunities. During the analysis phase of preparing a Request for Proposals (RFP), the sourcing team develops a list of suppliers that are qualified to fulfill the service or contract under consideration. The team queries the [www.theclearinghouse.com](http://www.theclearinghouse.com) database, along with other databases, to create a list of eligible diverse suppliers to include in the opportunity.

To achieve best prices and delivery possible in its procurement, Sprint employs an e-purchasing tool in affecting a portion of its purchases. The procurement and tracking system assists buyers to source and utilize diverse suppliers. This procurement process allows Sprint to offer its customers, competitive prices in the sale of products/services. Sprint will continue to promote and grow this program.

Procurement Quarterly Tracking: The Supplier Diversity manager releases quarterly results to SCM managers, major Business Unit executives, and Business Unit Diversity Champions in order to evaluate Sprint's existing purchases with large businesses that can be realigned with a diverse business upon contract termination. Additionally, opportunities to unbundle major projects to include diverse utilization are considered.

Sprint increased the standardization of the sourcing process through Supply Chain Management (SCM). SCM analyzes commodity spending and develops Cross Functional Sourcing Teams. Those teams would be comprised of the major Business Unit Diversity Champions, Purchasing and Supplier Diversity.

Supplier Diversity maintains the position of sourcing liaison -- Supplier Diversity is part of the strategy to ensure a more inclusive sourcing process. The creation of the Diversity Champion role has resulted in an increase in the number of projects that includes diverse supplier evaluation. Sourcing and Supplier Diversity participation in Business Unit staff meetings has also increased through the creation of this role, leading to a better understanding of the sourcing needs of the corporation and enabling the department to evaluate increased spend with these suppliers. The most important result of the creation of the role is the department's access to sourcing opportunities and the inclusion of diverse suppliers in the bidding process. The result will be evident in an increase, year over year, of spend with diverse suppliers.

## 2. External Program Activities

### a. MEETINGS, CONFERENCES AND TRADE FAIRS

In 2011, Sprint attended several trade fairs and conferences with the goal of developing and promoting its program, as well as recruiting targeted diverse, innovative suppliers for participation in its program. The following details Sprint's 2011 participation:

• Supplier Diversity Program Manager's conference	Chicago
• United States American Asian Chamber of Commerce	California
• Women's Business Enterprise National Council (WBENC)	Las Vegas
• National US Hispanic Chamber of Commerce Convention	Miami
• Mid-America Minority Supplier Development Trade Fair	Kansas City, MO
• National Minority Supplier Development Council Trade Fair	Atlanta
• Chicago Minority Supplier Development Council Trade Fair	Chicago
• Elite SDVOB National Convention	Chicago
• Minority Enterprise Development Week	Kansas City, MO
• City of Kansas City, MO Government Contracting Forum	Kansas City, MO
• Kansas City Hispanic Chamber of Commerce Procurement 1:1	Kansas City, MO
• MC Richardson Golf Minority Broadcast Academy	Kansas City, MO
• Kansas City Asian Chamber of Commerce Award Dinner	Kansas City, MO
• Black Achiever's Golf Tournament	Wichita, KS
• Elite SDVOB Matchmaking	California
• CPUC Meetings	California
• Joint Utility Meetings	California
• TIG – Technology Industry Group Diversity Meetings	Chicago/Atlanta

**b. MEMBERSHIPS**

Supplier Diversity growth within Sprint cannot be obtained without the assistance of and participation in various organizations and associations whose mission is to develop minority and woman-owned organizations. In addition to corporate memberships with these organizations in 2011, Sprint staff served as follows:

Sprint's CEO is Honorary Chair of the Asian American Chamber of Commerce of Kansas City.

Vice-President Procurement and Real Estate serves as Board Member of the MidAmerica Minority Business Development Council (MAMBDC).

Vice-President Investor Relations serves as Board Member of Asian Chamber of Kansas City.

Finance Director serves as a member on the Kansas City Hispanic Chamber of Commerce Procurement Board.

Supplier Diversity Manager serves as Board Member of National Minority Supplier Development Council; Chair of the Technology Industry Group (TIG); MAMBDC Procurement Advisory Council; US Hispanic Chamber Procurement Advisory Council; Advisory Member of California Utilities Diversity Council (CUDC); and active member of California Joint Utilities Committee.

The organizations that Sprint participates in are listed below.

**National Affiliations**

- National Minority Supplier Development Council (NMSDC)
- United States Pan-Asian Chamber of Commerce (USPAACC)
- Women's Business Enterprise National Council (WBENC)
- United States Hispanic Chamber of Commerce (USHCC)
- National Association of Women Business Owners (NAWBO)

**Regional Affiliations**

- Alabama Minority Supplier Development Council
- Arizona Minority Supplier Development Council
- Arkansas Minority Supplier Development Council
- California Utilities Diversity Council
- California Disabled Veterans' Business Alliance

- Carolinas Minority Supplier Development Council
- Central & Southern Texas Minority Business Development Council
- Chicago Minority Business Development Council
- Colorado Minority Supplier Development Council
- Connecticut Minority Supplier Development Council
- Dallas/Fort Worth Minority Business Development Council
- Georgia Minority Supplier Development Council
- Great Plains Minority Business Development Council
- Indiana Minority Supplier Development Council
- Kentucky Minority Business Council
- Louisiana Minority Business Council
- Maryland/District of Columbia Minority Supplier Development Council
- Michigan Minority Supplier Development Council
- Minority Business Development Council of PA, NJ, DE
- New England Minority Supplier Development Council
- New York/New Jersey Minority Purchasing Council
- Nevada Minority Business Council
- Northern California Supplier Development Council
- Northern Ohio Minority Business Council
- Northwest Minority Business Council
- Southern California Regional Purchasing Council
- South Central Ohio Minority Business Council
- Tennessee Minority Supplier Development Council
- Upstate New York Regional Minority Purchasing Council
- Virginia Minority Supplier Development Council

#### **Local Affiliations**

- MidAmerica Minority Business Development Council
- Lees Summit, Missouri Chamber of Commerce
- Overland Park, Kansas Chamber of Commerce
- Asian American Chamber of Commerce of Kansas City (MO)
- Kansas City Hispanic Chamber of Commerce

#### **c. 2011 AWARDS AND RECOGNITION**

Sprint received the following awards/recognition in 2011 for its Inclusion and Diversity efforts:

**Mid America Minority Business Development Council Buyer Advocate of the Year Award-**

Sprint IT Manager, Devere Meyer, named Buyer of the Year in recognition of outstanding efforts to increase minority purchasing in Network IT.

**Mid America Minority Business Development Council Buyer of the Year Award-**

Sprint Sourcing Manager, Mary Lewis, recognized for her outstanding efforts in advocating and promoting increased diverse purchasing within the Network Vision project.

**Mid America Minority Business Development Council Coordinator of the Year Award-**

Supplier Diversity Specialist, Flora Mayer, recognized for her efforts in advocating for diverse suppliers and for opportunities to increase diverse purchasing.

**Diversity MBA Magazine**

Sprint named to the Diversity MBA Magazine 50 Out Front Companies for Diversity Leadership: Best Places for Diverse Managers to Work listing for 2011. Sprint was recognized in the Top 10 Best in Class Category for: Representation. This recognition showcases Sprint's long-standing commitment to global diversity as a corporate leader providing a great work environment with opportunities for leadership development for women and people of color.

**Hispanic Business Magazine** – Sprint ranked #46 on the “Diversity Elite 60” list for 2011.

**Human Rights Campaign** – Sprint scored a perfect 100% score for the 7<sup>th</sup> year in a row on the HRC Corporate Equality Index.

**LATINA STYLE 50** – Sprint ranked #46 on the “50 Best Companies for Latinas to Work For” 2011 list.

**NAAAP (National Association of Asian American Professionals)** – On August 12, Sprint's OASIS ERG was awarded one of “**Top 3 Companies with Best Asian ERGs**” under 2011 Asian Corporate Rankings for “Best Asians to Work” by the National Association of Asian American Professionals. The other two companies that won the award were HP and Macy's.

**NELI (National Eagle Leadership Institute)** –VP Boost Mobile Business Line, Andre Smith, named among the winners for the 2011 Eagle Award.

**Uptown Professional** – Sprint named to the “40 Top Companies for Diversity & Inclusion” list for 2011.

**Most Valuable Employers for Military- CivilianJobs.com**

**Hispanic Chamber of Commerce-** only wireless company procuring Tier I and Tier II \$500M+ spend with nationally Hispanic owned businesses.

**d. PRESENTATIONS**

As part of Sprint's outreach to suppliers, organizations, and associations, the Vice President of Procurement and Real Estate and the Supplier Diversity Manager participate in and, when requested, provide presentations at various events. Such events include the following:

Technology Industry Group Panel

- National Minority Supplier Development Council – Forums
- Sprint Original Equipment Manufacturer (OEM) Sales Forums
- Kansas City Small Business- Procurement Panel
- Local diversity council events

**e. PRIME SUPPLIER PARTICIPATION PROGRAM (TIER II)**

**METHODS USED TO DEVELOP UTILIZATION REQUIREMENTS & EFFORTS TO PROVIDE SUBCONTRACTING OPPORTUNITIES TO DIVERSE BUSINESSES**

The Supplier Diversity Department works closely with the Procurement team to include small diverse suppliers in the purchasing process.

Sprint's Master Agreements with large suppliers require annual diverse utilization goals ranging between 5 - 13% of contract spend. Each Sprint supplier is requested to report quarterly diverse spend into Sprint's electronic tool.

Sprint's VP of Procurement has created a letter of recommendation that is released to Sprint's large businesses, on behalf of qualified Small Businesses, requesting the large business provide the Small Business an opportunity to introduce their products/services.

Sprint conducted a match making session with Network Vision Original Equipment Manufacturers (OEMs) and prequalified diverse suppliers, on a national level, who could perform services and help the Original Equipment Manufacturers (OEMs), Alcatel-Lucent, Ericsson and Samsung, meet their contractual diverse spend commitments to Sprint, and Sprint to meet its good faith diverse spend efforts under GO 156 and with other Sprint customers.

Sprint received detailed Subcontracting Plans from three major Original Equipment Manufacturers (OEMs) to ensure 5% of Sprint's 3-5 year multi-billion dollar Network Vision Project (Google "Sprint Network Vision" for more information) includes diverse business participation. The three Original Equipment Manufacturers (OEMs) submit their quarterly and annual diverse utilization results to Sprint Supplier Diversity.

**f. DEVELOPMENT**

The Supplier Diversity Team, VP and Director continue to assist suppliers in developing relationships within Sprint. Certified diverse suppliers may participate in Sprint's Supplier Diversity Program, which provides face-to-face meetings with key Sprint executives managing the diverse supplier's area of expertise. In an effort to develop suppliers, Supplier Diversity provides support to suppliers to define their major strengths and devise a methodology to integrate and align them with Sprint's requirements.

Sprint has facilitated supplier introduction meetings for diverse suppliers to meet with key Supply Chain professionals, including key Business Unit decision makers. During these meetings, information is exchanged regarding processes within Sprint and how diverse suppliers can integrate their products and services into those processes.

Working to further educate Sprint executives on Supplier Diversity initiatives, and continued introduction of diverse suppliers to key Sprint executives and Sourcing managers is Sprint's continued development objective.

### **9.1.2 SUMMARY OF WMDVBE PURCHASES / CONTRACTS**

Sprint Corporation is a national provider of telecommunications services, offering service in California and other states. Sprint operates an integrated national network that offers its customers a national wireless service platform. All procurement decisions are, therefore, made on a centralized basis at Sprint's national headquarters in Overland Park, Kansas; however, procurement decisions are not made on a state-by-state basis. Sprint believes focus on Supplier Diversity is important in all states. Total spending and subcontracting for the State of California has been identified for all suppliers that Sprint's records show are located or certified in California. However, we request the Commission keep in mind that, although Sprint may have procured products and services from California suppliers, this does not necessarily mean that the procurement was solely utilized in or for the benefit of Sprint operations in California. Likewise, merely because procurement occurred in other states does not necessarily mean that such procurement was not undertaken for the benefit of Sprint's operations in California. Sprint has reported such information as completely as its records and subcontracting reports currently permit.



**9.1.3 ITEMIZATION OF WMDVBE and DIVERSITY INCLUSION PROGRAM EXPENSES**

<b>Sprint Corporation</b>	<b>Expense</b>	<b>G.O. 156 Section 9.1.3</b>
<b>Calendar Year 2011</b>	<b>Description</b>	<b>WMDVBE Program Expenses</b>
<b>Expense Category</b>	<b>Details</b>	<b>2011 (Approx \$)</b>
<b>Promotional Merchandise</b>	Marketing and Promotional Materials	\$8,690.02
<b>Memberships, Dues &amp; Subscriptions</b>	Membership Expenses	\$124,270.00
Wages	Three Supplier Diversity employees; 1 contractor	\$312,000.00
<b>Other Employee Expenses</b>	Travel, Mileage	\$32,246.08
<b>CPUC Clearinghouse</b>	Sprint's Share of overall cost	\$29,556.12
<b>Sponsorships/Advertising</b>	Publications, Television, Events	\$28,965.90
<b>Total</b>		<b>\$503,482.04</b>

#### **9.1.4 Description of Progress in Meeting or Exceeding Set Goals**

Sprint has set nationwide, corporate Supplier Diversity goals. These goals were set from a corporate-wide perspective and encompass percentage goal for overall diverse spending, including the following categories:

- Minority Business Enterprise (MBE)
  - Asian
  - Black
  - Hispanic
  - Indian-subcontinent
  - Native American
- Disabled Veteran Owned
- Veteran-Owned
- Women-Owned (WBE)
- Small Business Enterprise (SBE)
- Small Disadvantaged Businesses
- HUBZone
- Section 8 (a)

The Supplier Diversity Team utilizes various methods to reach goals. These include, but are not limited to developing corporate training and programs, recruiting, proactive action to include diverse suppliers in the bid process through Sourcing groups in Supply Chain Management and within Sales Proposals, and Diversity Champions discussing opportunities with executives and senior management.

### **9.1.5 SUMMARY OF PRIME CONTRACTOR UTILIZATION OF WMDVBE SUBCONTRACTORS**

Sprint places emphasis on extending the diversity efforts and outreach activities related to subcontracting utilizing Sprint's Tier II Program. Through the implementation of the program, the Supplier Diversity Team works in conjunction with Sprint Legal to maintain current language for Supplier Diversity to be incorporated in prime contracts valued in excess of \$650,000. This language includes a percentage goal, subcontracting plan, and quarterly reports for the supplier to submit to Sprint. With the additional focus of the Sourcing Manager to ensure the language is included in contracts, the amount of Tier II spend increases. The Supplier Diversity Team continues to reach out to prime suppliers to ensure their compliance with standard Supplier Diversity contractual language as well as their efforts for providing opportunities for diverse suppliers in their procurement activities.

As a result of Supplier Diversity partnering with Sprint Legal to develop template contract language that supports alternatives to subcontracting, Sprint's major suppliers donated \$25K to the NY/NJ Minority Supplier Development Council and \$10K to the Mid America Minority Business Development Council.

Sprint Supplier Diversity implemented a quarterly on-line collection of certified CPUC spend from its prime vendors, totaling \$394 million for 2011 in Tier II diverse spend.

#### **9.1.6 WMDVBE SUPPLIER COMPLAINTS**

Sprint has a policy for resolving supplier complaints in addition to the requirements of General Order 156. In 2011 there were no formal complaints filed against Sprint.

#### **9.1.7 Summary of Purchases/contracts for Products/services in Excluded Categories**

The CPUC issued Decision 05-11-024 on November 13, 2005, in which it eliminated the use of exclusions in reporting diversity procurement results; however, for reporting consistency across the organization, Sprint has aligned this report with Sprint's annual government and other customer reports that excludes non-procurement activities such as lawsuits, garnishments, taxes, licenses and utilities. Sprint has not purposely used any procurement spend exclusions in providing this report.

### **9.1.8 DESCRIPTION OF EFFORTS TO RECRUIT WMDVBE SUPPLIERS**

Sprint continues its' commitment to recruiting and developing WMDVBE talent in traditional and non-traditional areas. Sprint continues to evaluate areas of opportunity within our Supply Chain Management and implement strategies to address these issues. The Supplier Diversity Team continues to work with Sourcing Managers and staff, contract, and key Business Unit Diversity Champions to identify procurement opportunities corporate-wide and align them to potential and/or existing diverse suppliers.

Sprint's Supplier Diversity Team continues to create avenues for WMDVBES to have access to key decision-makers within various business units. Through procurement briefings, networking receptions, and one-on-one meetings, WMDVBE suppliers have an opportunity to visit with Sprint leadership and Supply Chain Management staff to discuss the procurement process, as well as key sourcing opportunities for the coming year.

Sprint continues to search for qualified sources through attendance at trade fairs, use of the Public Utilities Commission, WBENC, CCR, NMSDC and numerous local databases, referrals, service and product information received and letters of recommendation, lunch and learn business networking sessions as well as spotlight luncheons featuring WMDVBES showcasing their offerings and capabilities.

Sprint also worked to engage more diverse legal entities. Sprint currently employs many diverse outside legal professionals who work for majority-owned firms. Sprint has refocused its efforts to utilize diverse firms.

Through strategic outreach and new reporting tools, our Supplier Diversity staff is able to focus on diverse spending strategies with our largest prime suppliers and on forecasted spending to realign opportunities with diverse suppliers where possible.

**9.1.9 JUSTIFICATION FOR CONTINUED EXISTENCE OF ANY “EXCLUDED CATEGORY”**

Sprint has not included any procurement related exclusions in this report.

#### **9.1.10 FUEL PROCUREMENT**

Sprint operates a small Sales fleet of 192 vehicles in the state of CA. Sprint does not operate or use a centralized fueling station. Sprint vehicles are located across the state and fuel is purchased on an on-demand basis at local stations.



## **ANNUAL REPORT**

### **10.1.1 SHORT, MID, LONG-TERM GOALS**

Sprint remains committed to utilizing established Supplier Diversity best practices in working to achieve WMDVBE goals. Sprint relies on the guidance contained in the California Public Utilities Commission General Order 156 to establish its Supplier Diversity Goals; however, Sprint does not breakout goals by specific diverse categories as Sprint remains focused on all diverse suppliers. However, Sprint has created processes to support year-over-year increased results to meet/exceed GO 156 requirements by recommending California diverse suppliers for proposal opportunities and tier II opportunities with Sprint's major suppliers.

### **10.1.2 DESCRIPTION OF WMDVBE PROGRAM ACTIVITIES – INTERNAL AND EXTERNAL**

Sprint will continue to monitor its performance of the Supplier Diversity Program. Sprint will continue to make improvements, generate additional diverse spending, capitalize on opportunities, and measure its performance against 2011. Sprint plans to implement the following strategies in support of improvement and of its diversity goals for 2012:

#### **1. INTERNAL PROGRAM ACTIVITIES**

##### **I. EMPLOYEE EDUCATION**

Employee education is an ongoing effort for Sprint. It is important that its employees understand, not only the benefits of Supplier Diversity, but also the detriments of not having a program in place. Sprint offers web based diversity training that is available to employees. Sprint will continue to promote the presence of the program and encourage managers to require it of their staff.

In correlation with its travel schedule, the Supplier Diversity Program Team will continue to make presentations or “road shows” on diversity for Sprint Business Units. Regional employees participate in face-to-face and conference calls to ensure they gain the exposure to Supplier Diversity that is present at Sprint’s headquarters.

##### **j. WMDVBE SUPPLIER VERIFICATION/CERTIFICATION**

Sprint will continue to require certification of all diverse firms. Sprint has taken steps to cleanse the current database of approved suppliers and monitors it closely. Sprint has procured the services of CVM to review our list of suppliers and provide diversity information for all. This process provides an update to supplier information that may have changed in status or whose entry into the procurement system pre-dates the Supplier Diversity Program. Sprint will continue its efforts to ensure all data is clean and as accurate as possible. Sprint requests CPCU and other diverse certification on file, both hard copy and electronic.

##### **k. PUBLICATIONS**

The Supplier Diversity Program will continue to publish articles on their internal Sprint web site and via email. Quarterly and Annual Reports on Supplier Diversity will be provided to all employees as a guide to evaluate additional opportunities for diverse suppliers.

## **I. CROSS FUNCTIONAL SOURCING TEAM**

Sprint has increased the standardization of the sourcing process through Supply Chain Management Operations and Sourcing. The Supplier Diversity Team will continue to position themselves with these sourcing teams to pursue maximum opportunity for diverse suppliers.

Supplier Diversity will continue to meet with management of functional business groups to discuss upcoming activities. Supplier Diversity will continue to participate in sourcing reviews and staff meetings to gain maximum exposure. In addition, the Supplier Diversity vendor database will be added to the overall end-to-end supplier management tool for Sprint Supply Chain Management enhancing the visibility of diverse suppliers by adding them into mainstream sourcing process.

Sprint will continue with the process of re-alignment of diverse suppliers with Sprint major Business Units based on the Business Unit's highest level of spend and opportunity.

### **m. EMPLOYEE RECOGNITION**

The Supplier Diversity Program works with its local Council to recognize employees at various Council programs. This recognition is for employees who go above and beyond their daily roles to include diversity into their purchasing plan.

## **2. EXTERNAL PROGRAM ACTIVITIES**

### **a. MEETINGS, CONFERENCES AND TRADE FAIRS**

Sprint plans to actively continue to participate in several trade fairs and conferences with a goal of developing and promoting its program as well as recruiting diverse innovative suppliers for procurement opportunities.

### **b. PRESENTATIONS**

Sprint will continue to support organizations by delivering presentations as requested.

### **c. PRIME SUPPLIER PARTICIPATION PROGRAM (TIER II)**

Supplier Diversity will continue its enforcement of the Program and to monitor, track and report on Sprint's prime suppliers' performance and compliance.

**d. ADVERTISING**

**Sprint's anticipated corporate-wide advertising plan for 2012 is as follows:**

- Black EOE Journal
- Hispanic Business Magazine
- Hispanic Network Magazine
- Professional Woman's Magazine
- United States Hispanic Chamber of Commerce
- DiversityNxt
- DiversityPlus
- Vetpreneur
- Black Enterprise
- DiversityInc
- Chicago Business Opportunity Fair Brochure
- National Minority Supplier Development Council
- Mid America Minority Business Development Council
- Women's Business Enterprise National Council
- Career Focus Magazine
- United States Asian American Chamber of Commerce

**e. PUBLICATIONS**

Sprint's Supplier Diversity team will continue to partner with Sprint Marketing to seek opportunities to publish articles in publications that highlight program initiatives.

**f. DEVELOPMENT**

Sprint will continue to assist diverse suppliers to achieve success within the company. By providing contacts whenever possible and hosting procurement matchmakers with key Supply Chain individuals, the Supplier Diversity Team strives to increase awareness between both the supplier and the employee.

Sprint teams with the Technology Industry Group (TIG) to analyze practices against best practices to develop the program to reach world-class status.

Sprint will continue to work closely with diversity-related councils and associations to gather assistance in recruitment and education for Sprint as well as understand and provide the assistance needed by those organizations.

### **10.1.3 PLANS FOR RECRUITING WMDVBE SUPPLIERS WHERE WMDVBE UTILIZATION HAS BEEN LOW**

Sprint will continue its commitment to recruiting and developing WMDVBE talent in traditional, non-traditional, and low utilization areas. Sprint will continue to evaluate low utilization areas in our Supply Chain Management and implement strategies to address these issues. The Supplier Diversity team will continue to work with Sourcing Managers and key Business Units to identify corporate-wide procurement opportunities and align them to potential or existing diverse suppliers in low utilization areas.

#### **10.1.4 PLANS FOR RECRUITING WMDVBE SUPPLIERS IN ANY “EXCLUDE CATEGORY”**

Sprint targets diverse suppliers pursuant to available opportunities within Sprint business units or as contracts near end of term. Sprint has not proposed any “excluded” categories in this report.

#### **10.1.5 PLANS FOR PRIME CONTACTORS AND GRANTEEES OF WMDVBE SUBCONTRACTING**

Sprint plans to continue undertaking the following activities in 2012 to encourage prime suppliers to increase subcontracting opportunities for WMDVBES:

Sprint Supplier Diversity will continue to review areas of opportunity to unbundle portions for subcontracting purposes. Supplier Diversity will continue to work with the OEMs to identify such areas of opportunity for subcontracting within and outside of the OEMs. Sprint will continue to work with the three OEMs (Alcatel-Lucent, Ericsson and Samsung) for further opportunities to unbundle portions of the Network Vision to target for diverse supplier subcontracting.

Sprint Supplier Diversity will work closely with the outsourced facilities management company, CB Richard Ellis, to find opportunities to unbundle portions of the retail store construction services for subcontracting opportunities for diverse suppliers.

Continue to target the top 50 key prime suppliers to encourage them to exceed their contract-specific subcontracting opportunities. Facilitate expanded outreach activities to prime suppliers and encourage them to complete the quarterly Tier II diverse spending reports. Purchasing more robust reporting tools will better position Sprint to gain access to lower-level data that will allow Sprint to have greater prime supplier participation in the Supplier Diversity Program.

Sprint has created contract-specific goals for suppliers to utilize diverse subcontractors which will be part of contracts. Sprint has also expanded its second tier contract and RFQ language which requires suppliers receiving in excess of \$650,000 in revenues from Sprint to do business with WMDVBES. Sprint will continue to promote both Tier I and Tier II opportunities for WMDVBES.

Sprint will continue to expand the network of internal Supplier Diversity Advocates. These advocates will serve as communicators and messengers to our prime suppliers. Advocates will share the value of Supplier Diversity subcontracting utilization and its impact on the success of our Supplier Diversity Program.

Sprint will work closely with our employees to encourage continued commitment, participation, and support of the corporate Supplier Diversity subcontracting program.

Sprint will continue to provide training to employees with a focus on assisting them to understand the impact of Supplier Diversity and the responsibility of prime suppliers doing business with Sprint to comply with our Diversity Utilization Requirements.

Sprint will assist prime suppliers in developing avenues to utilize WMDVBES as subcontractors.

Sprint will monitor prime suppliers' performance against contract goals and provide information and tools to improve performance.

Sprint will ensure that prime suppliers, who are consistent advocates of Supplier Diversity and are utilizing and developing WMDVBEs, receive recognition for their efforts and commitment.



#### **10.1.6 PLANS FOR COMPLYING WITH WMDVBE PROGRAM GUIDELINES**

Sprint will continue to strive to meet the goals and guidelines as established in General Order 156.

Sprint will identify WMDVBES who can meet Sprint's special purchasing needs as a high tech telecommunications provider. The Supplier Diversity staff and Strategic Sourcing teams will work with key business owners and units, participate in outreach events, and advertise in trade magazines and special interest group publications:

Sprint will continue to attend trade fairs and advertise in WMDVBE publications, and provide sponsorships of various outreach activities.

- Participate and fund capacity building programs
- Continue researching diverse suppliers for Request for Proposal (RFP) opportunities
- Use Spend diagnostics tool to deploy a number of strategic sourcing strategies around key categories which are shown to offer significant opportunity for diverse suppliers
- Encourage diverse Value Added Resellers (VARs) opportunities with major Original Equipment Manufacturers (OEMs)
- Deploy an unbundle-buy approach to purchasing on very large aggregated projects where there is a reasonable opportunity to procure services from diverse suppliers
- Continue to interview existing and new diverse suppliers to determine best fit and alignment
- Sponsor diverse business making-events and facilitate introductions throughout the Sprint organization
- Research internal requirements in preparation of attending business opportunity fairs
- Continue to educate the Sales team through on-going training of the supplier diversity through the sales job aid to ensure sales staff evaluate and incorporate diverse supplier participation throughout the proposal process
- Continue to raise awareness of supplier diversity through the Supplier Diversity Training course offered on online to all Sprint employees

Sprint will continue to encourage those uncertified diverse suppliers Sprint is currently doing business with to complete the California certification process. If such suppliers are certified outside of California; however, begin the California certification process within 3 months of Sprint completing the CPUC report, those supplier results will be incorporated into Sprint's results.

Sprint will continue to require its prime suppliers to utilize WMDVBES and require that they provide us with a Prime Supplier Subcontracting plan and quarterly reports outlining their

WMDVBE spending. Sprint will continue to evaluate prime supplier results quarterly and assist them in developing strategies to meet their goals, if necessary.

Sprint will conduct a review of spending in the State of California with the goal of identifying opportunities for diverse suppliers and the Sprint BU responsible for the purchasing opportunity. Supplier Diversity will then work with these individuals to encourage increased competition with in the identified commodities with diverse suppliers.

Sprint will provide support to our employee base with procurement responsibility by facilitating training on Supplier Diversity Program goals and procedures, encouraging them to use WMDVBEs and assisting them in locating those that meet their needs.

The Supplier Diversity department has Diversity Utilization Goals included in contracts that are signed with suppliers. The department enforces the contractual requirement ensuring increased participation in the supplier diversity initiative continues.

**Attachment 1:**

**California WMDVBE Annual Procurement and Subcontracting Results by Ethnicity**

<b>Sprint Nextel Corporation</b>	<b>Calendar Year 2011</b>	<b>G.O. 156 Section 9.1.2</b>
<b>California WMDVBE Annual Results by Diverse Category</b>		

**Total State of California Procurement Subcontracting and Corporate WMDVBE Spend**

<b>California-Only</b>		<b>1st Tier Diverse</b>	<b>Subcontracted</b>	<b>TOTAL</b>	<b>% of Sprint CA Spend</b>
<b>Minority</b>	Asian	\$ 63,163,409	\$ 141,455,028	\$ 204,618,437	8.28%
	Black	\$ 42,341,258	\$ 71,186,076	\$ 113,527,334	4.59%
	Hispanic	\$ 63,659,475	\$ 40,132,571	\$ 103,792,046	4.20%
	Native American	\$ 21,763	\$ -	\$ 21,763	0.00%
	Minority-Other	\$ 6,144,305	\$ -	\$ 6,144,305	0.25%
<b>Minority Business Enterprise (MBE)</b>		\$ 175,330,210	\$ 252,773,675	\$ 428,103,885	17.32%
<b>Women Business Enterprise (WBE)</b>		\$ 112,185,503	\$ 132,399,298	\$ 244,584,801	9.89%
<b>Service Disable Veteran Business Enterprise (DVBE)</b>		\$ 3,970,373	\$ 9,665,317	\$ 13,635,690	0.55%
<b>Total WMDVBE</b>		\$ 291,486,086	\$ 394,838,290	\$ 686,324,376	27.76%
<b>Total Procurement Spend (California)</b>				\$2,472,334,787	

**Attachment 2:**  
California WMDVBE Annual Results by Category

<b>Sprint Nextel Corporation</b>	<b>G.O. 156 Section 9.1.2</b>
<b>2011 California WMDVBE Annual Results by Category</b>	
<b>Total State of California Corporate Spend by Category</b>	

Comment [tds1]:

<b>CATEGORY</b>	<b>TOTAL MBE SPEND</b>	<b>TOTAL WBE SPEND</b>	<b>TOTAL SDVBE SPEND</b>
BMG	\$964,035	\$3,122,393	\$0
Communications	\$338,840	\$6,438	\$0
Consumer	\$3,931,622	\$5,201,561	\$0
Corporate Marketing	\$58,960,692	\$4,079,649	\$0
Corporate Strategy	\$176,450	\$17,356	\$0
Customer Management	\$37,926,252	\$6,522,059	\$0
Development	\$12,222,800	\$10,921,496	\$0
Finance	-\$9,371	\$290,840	\$0
IT	\$16,133,956	\$46,381,766	\$3,930,290
Legal	\$1,445,077	\$287,477	\$0
Network	\$41,503,722	\$33,979,916	\$0
Other	\$1,724,215	\$1,239,277	\$40,083
Pcard/Tcard	\$11,922	\$135,275	\$0
<b>TOTALS</b>	<b>\$175,330,210</b>	<b>\$112,185,503</b>	<b>\$3,970,373</b>

**Attachment 3:**  
**Greenlining Report**

## GREENLINING REPORT

	Data on Number of Vendors							
	Revenue Reported to CHS				Utility-Specific 2011 Summary			
# MWDVBES	DVBE	MBE	WBE	Grand Total	DVBE	MBE	WBE	Grand Total
Under \$1 million	1	48	167	216				0
Under \$5 million	1	6	14	21				0
Under \$10 million	0	3	3	6				0
Above \$10 million	0	6	1	7				0
Total	2	63	185		0	0	0	

	Revenue Reported to CHS				Utility-Specific 2011 Summary			
MWDVBE \$M	DVBE	MBE	WBE	Grand Total	DVBE	MBE	WBE	Grand Total
Under \$1 million	\$40,083	\$3,738,305	\$6,368,873	\$10,147,260				\$0
Under \$5 million	\$3,930,290	\$13,735,224	\$38,709,216	\$56,374,730				\$0
Under \$10 million	\$0	\$19,710,607	\$22,620,846	\$42,331,453				\$0
Above \$10 million	\$0	\$138,146,075	\$44,486,568	\$182,632,643				\$0
Total	\$3,970,373	\$175,330,210	\$112,185,503	\$291,486,086	\$0	\$0	\$0	

END OF REPORT